

COLE HAAN

June 8, 2005

The Honorable Olympia J. Snowe
U.S. Senate
Russell Senate Office Building 154
Washington, DC 20510-1903

Dear Senator Snowe:

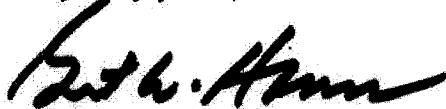
On behalf of Cole Haan, and our more than 200 employees working at our worldwide headquarters in Yarmouth, Maine, I am writing to urge your support for the US-Dominican Republic/Central American Free Trade Agreement (DR-CAFTA) when it comes before Congress for a vote this year.

For Cole Haan, this agreement is really about the future. While Cole Haan is not currently sourcing footwear, apparel or accessories from within these countries, we do believe that the market access provisions of the agreement will provide Cole Haan greater sourcing flexibility in these countries in the future. More specifically, creating trade incentives for footwear and apparel companies to diversify their sourcing base to other regions outside Asia will help ensure the footwear and apparel manufacturing business remains global. Also, the way the agreement is drafted regarding rules of origin and component sourcing will also be a significant boon for U.S. and Caribbean/ Central American based textile and apparel manufacturers.

We understand this is a difficult decision and that the agreement is not as strong as some believe it could be. But consider the facts. With the exception of footwear and apparel, the United States has unilaterally provided these countries open access to the U.S. market for the past 20 years. This agreement, over time, not only eliminates the remaining U.S. tariffs on footwear and apparel, but provides the U.S. reciprocity into these six markets by opening these markets fully for U.S. exports.

In conclusion, we hope you understand that this is an important agreement for Cole Haan, for Maine, the United States and the Western Hemisphere. We strongly encourage your support and as always, appreciate your consideration of our views on this critically important agreement.

Very truly yours,



Grant W. Hanson

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Colleen L. Fournier
Assistant to Grant W. Hanson
207-846-2583/Fax: 207-846-1491
colleen.fournier@colehaan.com
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